Challenges of Working with HBCU/MSI

NASA HBCU/MSI Technology Infusion Road Tour

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Challenges Working with HBCU/MSI

Academia Mindset
• Different Business Infrastructure
• Research, Research, Research
• Lack of Understanding about Aerospace Industry and Government Contracting
• Not Able or Prepared to “Sell” School Capabilities

Proposal Hurdles
• Schools Overwhelmed By The Flow Downs & Exhibits
• Terms & Conditions
• FFP Contracts vs. Cost Contracts / Time & Materials
• Rate Structure – Offering Fully Burdened Rates
• Clearly Identifying Capabilities and Resources
Challenges Working with HBCU/MSI

Contract Hurdles

• Government Contracting Process Is Long
  – Hard to Stay In Sync With Academic Calendar/Cycle
  – Large Investment of Time for Set Up of Contract
  – Opportunity Gone By The Time Proposed Work Is On Contract

• Offering Anything But Level of Effort Work Is Hard
  – Schools Aren’t Set Up to Buy Materials
  – Schools Aren’t Set Up Issue Subcontracts
  – Time Required to vet Gov’t Approval Processes (Property, etc.)
  – Schools Aren’t Set Up to Manage the Project and Invoice
  Accordingly